

Message Text

CONFIDENTIAL

PAGE 01 KUWAIT 01897 131309Z

46

ACTION NEA-16

INFO OCT-01 ISO-00 SS-20 PM-07 L-03 MC-02 EB-11 COME-00

TRSE-00 OMB-01 CIAE-00 INR-10 NSAE-00 RSC-01 DRC-01

/073 W

----- 130400

R 131249Z MAY 74

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 9567

SECDEF WASHDC

INFO CSA WASHDC

CNO WASHDC

USCINCEUR

CDR AMC ALEX VA

CDR MICOM REDSTONE ARS AL

C O N F I D E N T I A L KUWAIT 1897

EO 11652: GDS

TAGS: MASS, KU

SUBJ: NEGOTIATIONS WITH GOK RE IHAWK

REF: STATE 91838

1. RAYTHEON REP MASSARA, COLONEL MURPHREE AND I MET WITH MOD SHAIKH SA'AD MAY 12 TO DISCUSS VARIOUS ASPECTS OF IHAWK COMMERCIAL OFFER. MASSARA PRESENTED CONSIDERATIONS CONTAINED IN REFTEL PARA 4. MOD REEMPHASIZED NO-AGENT REQUIREMENT, ACCEPTED FINANCIAL TERMS AS BASIS FOR SUBSEQUENT NEGOTIATIONS, AND CONFIRMED KUWAITI INTEREST IN IHAWK. HE REQUESTED OFFER AVAILABILITY WITHIN 60 DAYS. MASSARA EXPLAINED COMPLEXITY OF OFFER PREPARATION, INCLUDING NECESSITY USG INVOLVEMENT, PARTICULARLY RE PROVISION FIRING RANGE, WARHEAD, ETC. MASSARA CONFIRMED RAYTHEON INTENTION BE RESPONSIVE AS POSSIBLE.

2. MASSARA ASKED FOR LETTER FROM MOD REQUESTING QUOTATION ON IHAWK. LETTER FROM SHAIKH SA'AD ADDRESSED TO RAYTHEON CONTAINING THIS REQUEST RECEIVED AT EMBASSY KUWAIT TODAY, CONFIDENTIAL

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MAY 13.

STOLTZFUS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: IHAWK, MISSILES, MILITARY SALES, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 13 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KUWAIT01897
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740116-0883
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740553/aaaabvfp.tel
Line Count: 62
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: STATE 91838
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 21 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 AUG 2002 by boyleja>; APPROVED <13 FEB 2003 by GarlanWA>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NEGOTIATIONS WITH GOK RE IHAWK
TAGS: MASS, KU, RAYTHEON
To: STATE DOD
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005